

Fig. 1

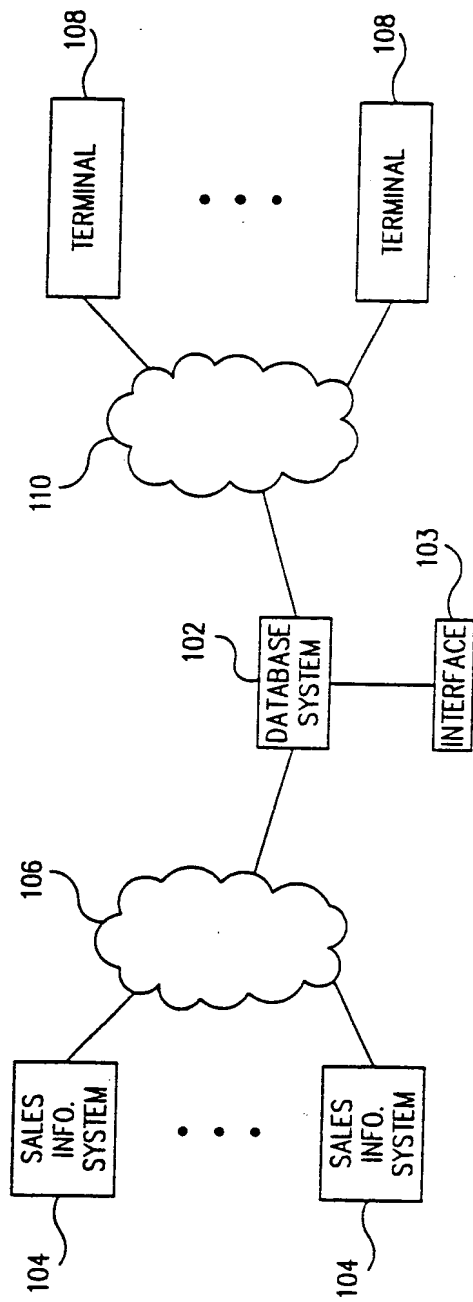


Fig. 2

✓ 100

PRODUCT INFORMATION
PRODUCT IDENTIFIER
PRODUCT NAME
PRODUCT CATEGORY
PRODUCT DESCRIPTION

Fig. 3A

RETAILER INFORMATION
RETAILER IDENTIFIER
GENERAL INFORMATION
RETAIL LOCATION INFORMATION
SALES INFORMATION

Fig. 3B

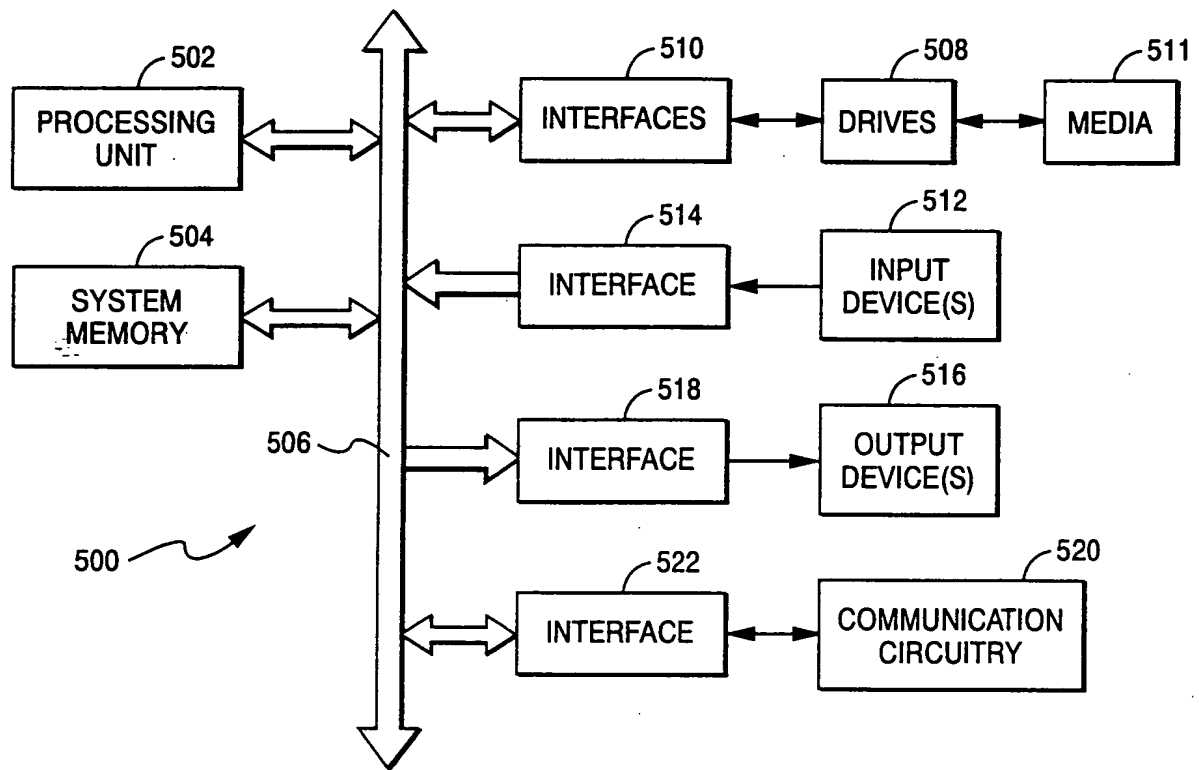


Fig. ~~4~~ 4

Dynamic Allocation Use Case Diagram

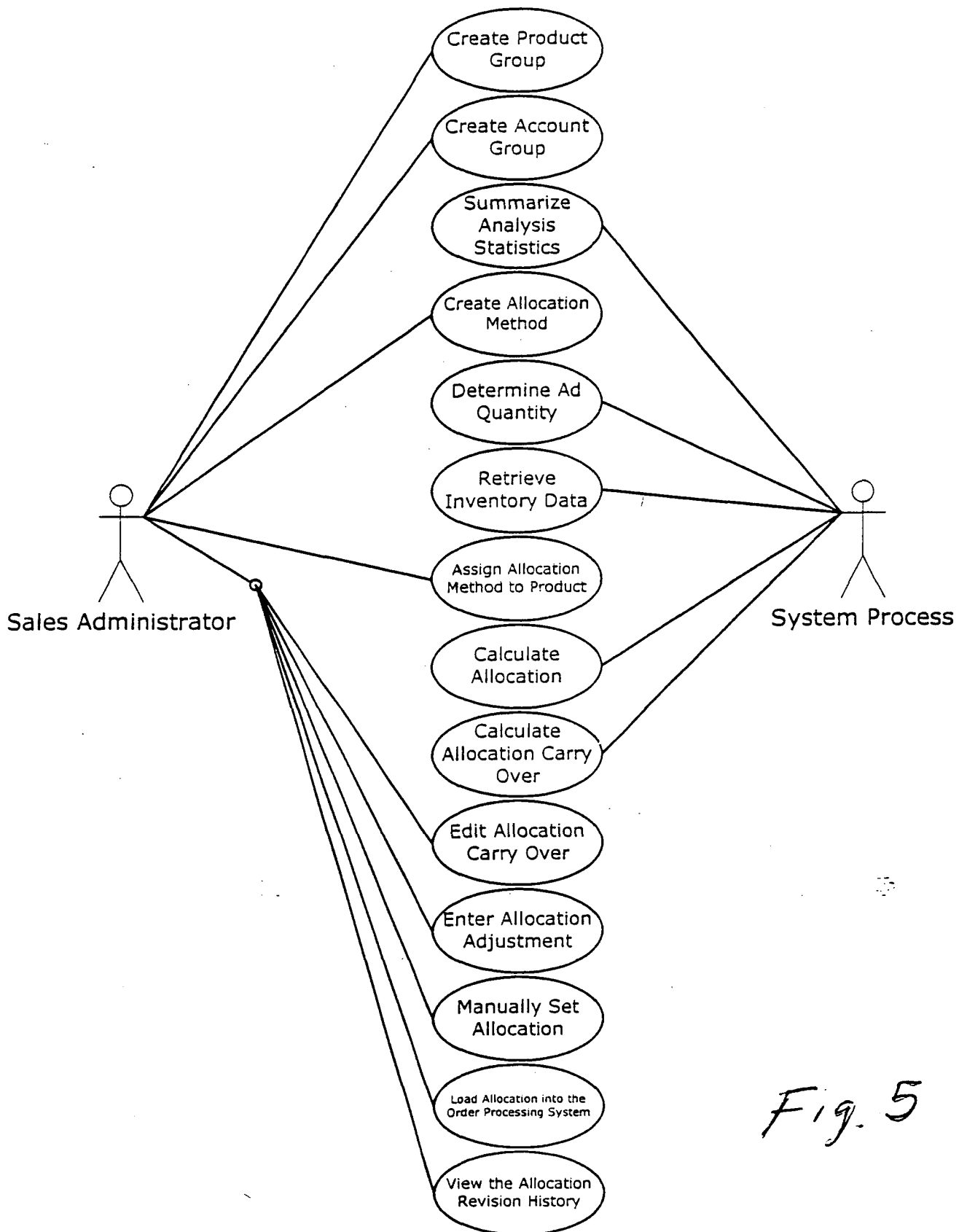


Fig. 5

Dynamic Allocation Activity Chart

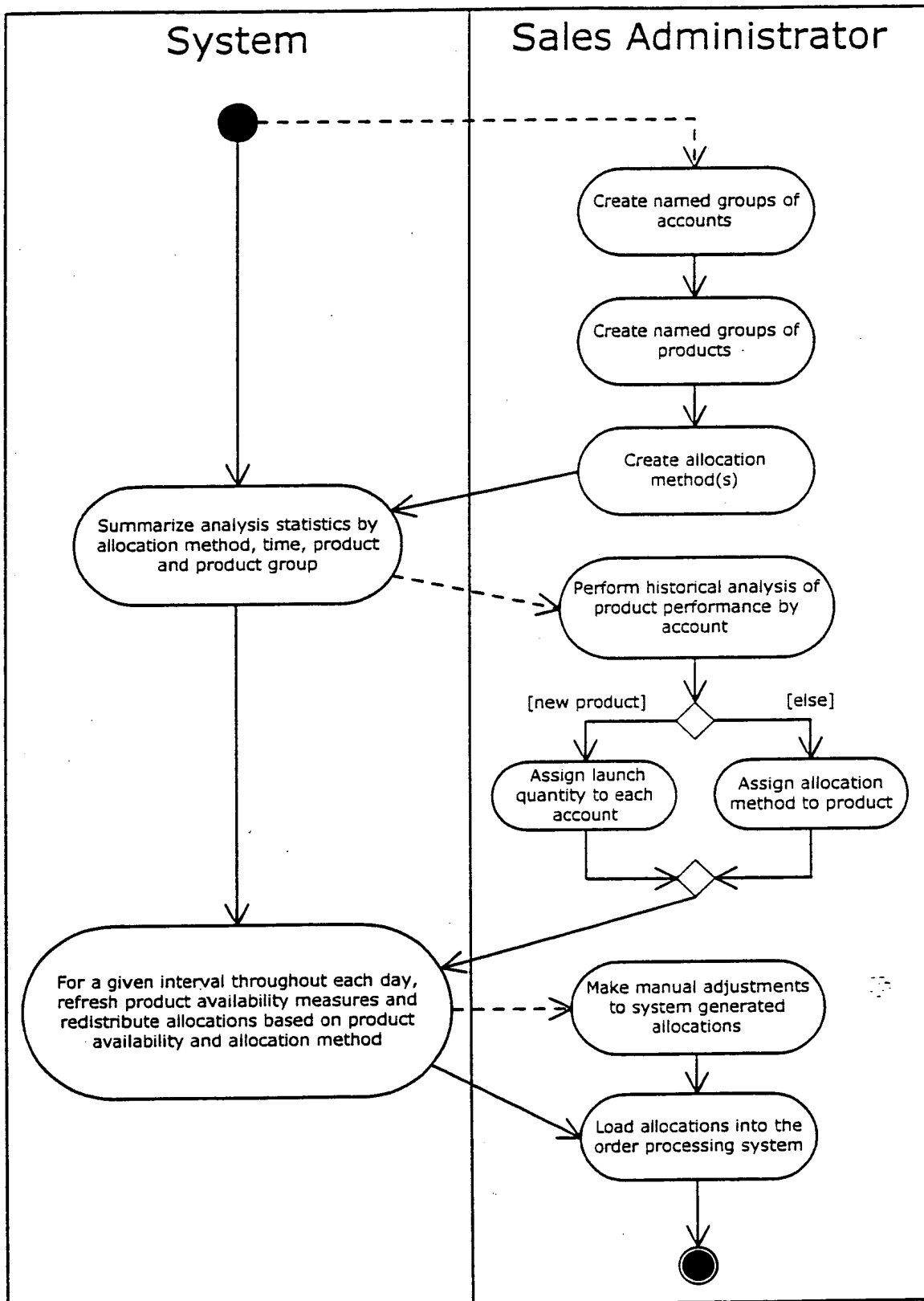


Fig. 6

Dynamic Allocation System

Allocation Distribution State Chart

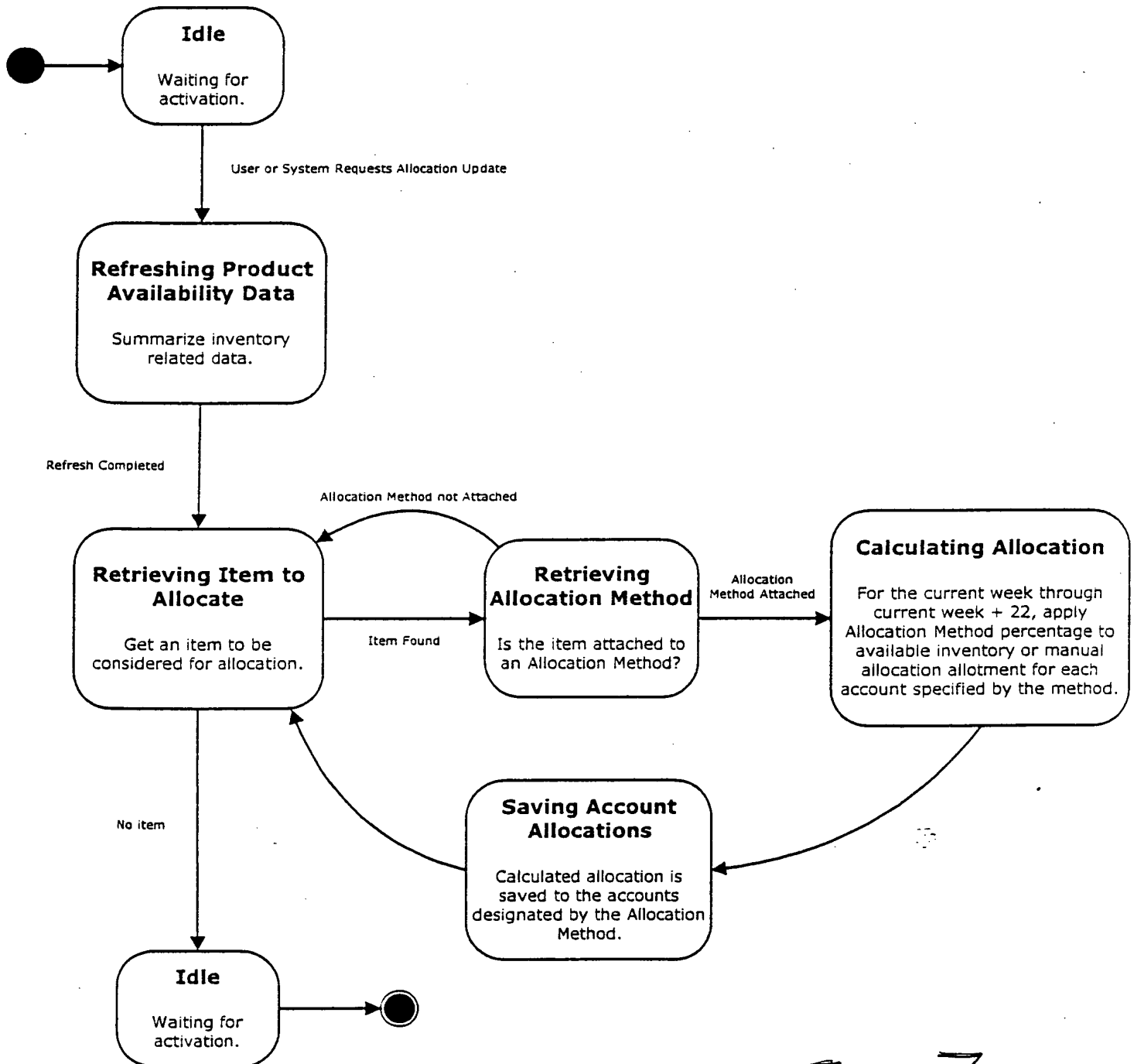
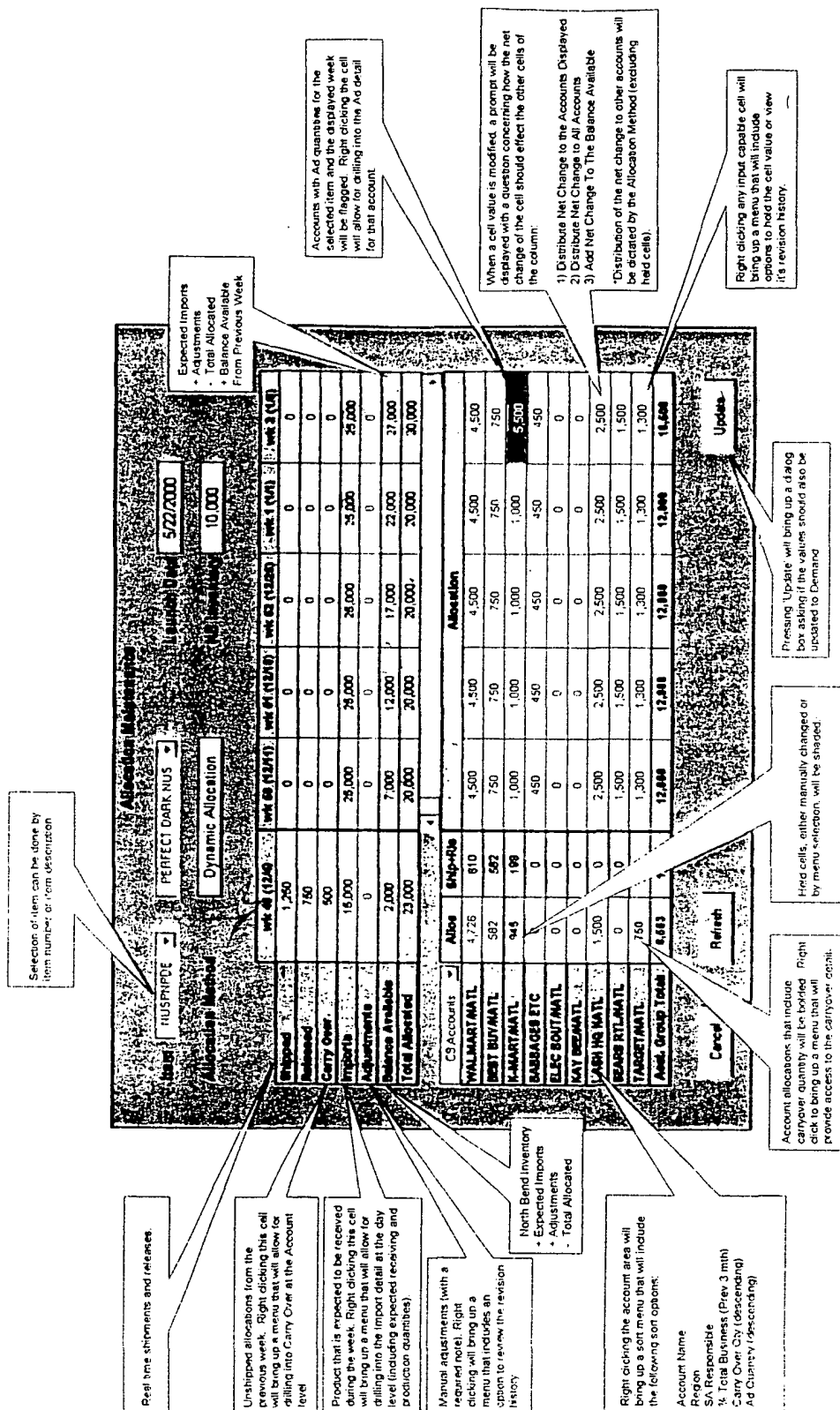


Fig. 7

Screen Sample - Allocation Maintenance



819

Screen Sample - Import Detail

Build Days is the estimated length of time from the receipt of bulk goods to the day that the finished goods are in on-hand inventory.

Item

NUSPNPDE Perfect Dark NUS

Build Days

7

Import Detail

		Week 50						
		Mon 12/11	Tues 12/12	Wed 12/13	Thu 12/14	Fri 12/15	Sat 12/16	Sun 12/17
Production	1500							
Expected Receipts			3000	3000	3000	3000		
Overdue Receipts	1500							

Date

Expected receipts are finished goods that are scheduled to arrive at Nintendo, and be available in on-hand inventory, for a given day.

Overdue Receipts represent product that was due the previous week, but did not become available in on-hand inventory.

Fig. 9

Screen Sample - Account Carry Over Detail

Account Carry Over Detail

Week: **wk 49 (12/4)**

Item: **NUSPNPDE Perfect Dark NUS**

Balance Available	1,500
Total Allocated	23,000

WALMART/NATL	450
BEST BUY/NATL	225
K-MART/NATL	202
BABBAGES ETC	150
ELEC.BOUT/NATL	75
KAY BEE/NATL	65
LASH HQ NATL	50
TARGET/NATL	0
Total Carry Over:	1,217

Cancel **Refresh** **Update**

Carry over quantities can only be reduced. Reducing the quantities will be reflected in both the Total Allocated and Balance Available buckets (Total Allocated will decrease, Balance Available will increase).

Right clicking any input capable cell will bring up a menu that will include an option to view the revision history for that cell and also allow sorting by Account Name and Carry Over Quantity.

Carry Over Quantity that has been reduced to zero will appear in the table for auditing purposes. Carry Over Quantities that were initially zero will not appear in this table.

Fig. 10

Screen Sample - Replenishment Item Set Up

Replenishment Item Set Up

Item: NUSPNPDE PERFECT DARK NUS

Launch Date: 5/23/2000

Launch Qty: 1,000,000

Allocation Method: <Select From List>

Measure: Shipments

Interval: Sell Thru Month

The primary purpose of this screen is to provide the analysis needed to assign an Allocation Method to an item.

The Measure determines the variable to be used for item comparison (e.g. Sell Thru, Shipments).

The Interval defines the summary level of the data (e.g. Year, Quarter, Month, etc.).

Items are selected using the drop down list boxes. Individual items or groups of items may be selected (e.g. N64 Software, or a user defined product group).

Interval 1 - 4 correspond to the selected Interval and Interval Start date for the selected Measure. For example, item NUSPNTEE displays Sell Thru quantities (Measure) for Sell Thru Months (Interval) starting with August of 1998 (Interval Start). Which means that the intervals break down as follows:

Interval 1 = August 1998
Interval 2 = September 1998
Interval 3 = October 1998
Interval 4 = November 1998

Interval Start defines the interval (Year, Month, Quarter, etc.) to begin reporting the data.

The selected Measure is displayed with a Percent to Total column for the listed accounts.

	NUSPNTEE	NUSPNASE	NUSPNEPE	NUSPNKJE
Launch Date	4/1/1998	12/7/1998	5/17/1999	5/10/1999
Launch Quantity	585,000	865,000	785,000	208,000
Allocation Method	Dynamic Allocation	% TB 3 Months	% TB 3 Months	% TB 1 Yr
Interval Start	August 1998	April 1999	September 1999	September 1999
Interval 1	25,185	41,538	17,551	5,959
Interval 2	17,502	24,125	10,191	3,355
Interval 3	21,486	22,650	18,422	6,661
Interval 4	38,514	17,983	32,848	18,701
Total:	102,687	106,276	139,002	32,676

CS Accounts	Shipments	%	Shipments	%	Shipments	%	Shipments	%
LASH HQ NATL	28,898	28.8	28,848	25.3	35,515	25.5	9,791	30.8
WALMART NATL	23,239	22.6	30,893	28.9	23,656	17.0	8,038	24.6
TARGET NATL	12,834	12.6	12,952	12.2	22,282	16.0	9,825	27.0
BEST BUY NATL	10,898	10.6	11,789	11.1	20,080	14.4	3,158	9.7
K-MART NATL	9,685	9.4	8,272	7.9	11,568	8.3	1,312	4.0
KAY BEEM NATL	5,483	5.3	3,937	3.7	3,904	2.8	1,581	4.8
ELEC BOUT NATL	3,819	3.5	3,744	3.5	4,159	3.0	303	0.9
BABBAGES ETC	3,083	3.0	4,381	4.1	4,832	3.5	1,078	3.3
SEARS RTL NATL	4,030	3.9	3,679	3.5	9,006	6.5	1,089	3.3
Total:	102,687	100.0	106,276	100.0	139,002	100.0	32,676	100.0

Cancel Refresh Revision History Update

Fig. 11

The Item may be selected by either Item Number or Item Description

The Launch Qty sets the actual launch allocation (the values are loaded into the Allocation Maintenance table)

The Measure determines the variable to be used for item comparison (e.g. Sell Thru, Shipments)

The Product is selected using the drop down list box. An individual item or a product group may be selected (e.g. USA Countries or a user defined product group)

Methods are selected for each column using a drop down list box. Each method carries percentages based on quantities. The columns are calculated based on these percentages, when applied to the Launch Quantity.

Right Clicking on any method column will bring up a pop-up menu with the following functions:

- Sort Descending
- Sort Ascending
- Apply to Launch Qty (transfer all % to Launch Qty Column)

Quantities are rounded in Master Case quantities

This button will set the current set of Methods. The default methods when initially bringing up the window

When a cell value is modified, a prompt will be displayed with a question concerning how the net change of the cell should effect the other cells of the column (excluding cells that are held)

- 1) Distribute Net Change to the Accounts Displayed
- 2) Distribute Net Change to All Accounts
- 3) Other Cells Remain Unchanged

Launch Quantity will be built from Purchase Orders (if available). This field can be modified.

Account groups may be selected using the drop down list box. Right clicking on the Account area will also bring up certain options:

- 1) Rational Rep
- 2) SA Responsible
- 3) Account Name
- 4) Launch Quantity

Right Clicking on a cell will bring up a pop-up menu with the following functions:

- Hold Cell Contents
- View Revision History

Launch Item Set Up

Item: PERFECT DARK NUS - Launch Date: 5/22/200 - Launch Qty: 1,000,000

C9 Account	For sale	%	Launch Qty	%	Sell Thru	%	Sell Thru	%
LASH HQ NATL	200,000	21.2	285,984	28.6	285,984	28.6	285,984	28.6
WALMART/NATL	250,000	25.0	250,992	25.1	250,992	25.1	249,000	24.9
TARGET/NATL	100,000	10.0	121,992	12.2	121,992	12.2	123,000	12.3
BEST BUY/NATL	110,000	11.0	95,992	9.6	95,992	9.6	97,000	9.7
KAMART/NATL	60,000	6.0	76,992	7.7	76,992	7.7	72,984	7.3
MAY DEPT/NATL	47,018	5.0	56,994	5.7	56,994	5.7	57,992	5.8
ADAMS ETC	80,000	8.0	48,984	4.9	48,984	4.9	45,984	4.6
BEASER RTL/NATL	75,000	7.5	36,000	3.6	36,994	3.7	36,984	3.7
Total of Above:	942,918	100.0	992,972	100.0	992,972	100.0	992,972	100.0
Remaining:	57,082	6.0	88	0.0	88	0.0	88	0.0

Buttons: Refresh, Cancel, Set Methods as Default, Update

Fig. 12

Demand Update is a direct link to the Demand System on the AS/400. It is another means to update values in the Demand System and does not effect the Dynamic Allocation System.

Account	WALMART/NATL	Demand Update	Demand Active	Demand Item Check	Inventory Hold
Month	January 2001	Demand Entry	Demand Entry	Demand Entry	Tablet Hold
		Demand Entry	Demand Entry	Demand Entry	Supplemental Qty
		Maximum Hold	Maximum Hold	Maximum Hold	Maximum Hold

	AutoFlow	Max	Due	Forecast	Shipped	Released	On Hand
NUSISSXB CONTROL SET PIKACHU BLUE NUS	20,246	100	20,246	10,000	0	0	20,246
NUSSUR CONTROL SET GOLD TRU NUS	23,258	100	23,258	10,000	0	0	23,258
NUSISB CONTROL SET NUS	14,102	100	14,102	10,000	0	0	14,102
NUSRDEP NUS WISTAR WARD RACER	20,246	100	20,246	10,000	0	0	20,246
NUSSHIC CONTROL SET DISPLAY NUS	23,258	100	23,258	10,000	0	0	23,258
NUSSHH CONTROL SET WGOLD CTRL NUS	14,102	100	14,102	10,000	0	0	14,102
NUSSHN CONTROL SET W/O CTRL NUS	20,246	100	20,246	10,000	0	0	20,246
NUSSHOP0 POKEMON STADIUM SET NUS	23,258	100	23,258	10,000	0	0	23,258
NUSSHOP2 POKEMON STADIUM SET NUS-LTH	14,102	100	14,102	10,000	0	0	14,102
NUSSHOP3 POKEMON STADIUM NUS W/O CPH	20,246	100	20,246	10,000	0	0	20,246
NUSSM001 CONTROL SET MANUS-SKD	23,258	100	23,258	10,000	0	0	23,258
NUSSM002 CONTROL SET MANUS-CKD	14,102	100	14,102	10,000	0	0	14,102
NUSSM003 CONTROL SET 228V MANUS-CKD	20,246	100	20,246	10,000	0	0	20,246
NUSSM004 CONTROL SET SMOKE MANUS	23,258	100	23,258	10,000	0	0	23,258
NUSSTBB CONTROL SET ICE NUS	3,282	100	1,043	9,600	2,236	0	1,043

Updates to the Autoflow Quantity are allowed only at the week level

Products can be subsetted by using product categories or user defined product groups. A right click; while over this column will bring up the following sort options:

- 1) Item Number
- 2) Item Description
- 3) Launch Date (Descending)

Updates to the Autoflow Quantity are allowed only at the week level (right click on a cell to access the weekly detail).

Fig. 13

Screen Sample - Demand Weekly Detail

Users will be allowed to switch between items at the weekly level.

Period refers to the monthly totals for this item.

Account: WALMART/NATL
Month: January 2001
Item: HUSSTB8 CONTROL SET ICE NUS

SA Forecast
Auto Flow Qty
Monthly NOA Alloc
Customer Forecast
Advertising
Due
Allocated
EDI Forecast
Expired
Errors
Shipped
Customer Canceled
NOA Canceled

Period
0
3282
4000
3600
0
1043
3
0
0
0
3247
2236
0
0

Week 1
1-7
0
0
0
0
0
0
0
0
12
1282
0
0

Week 2
8-14
0
2000
0
0
0
1043
3
0
4
954
0
0

Week 3
15-21
0
0
0
0
0
0
0
0
0
0
0
0

Week 4
22-28
0
0
0
0
0
0
0
0
0
0
0
0

Week 5
29-31
0
0
0
0
0
0
0
0
0
0
0
0

Cancel
Refresh
Update

Updating will not effect the Dynamic Allocation System. Updates are strictly for the Demand System.

Fig. 14

Screen Sample - Manual Allocation % Maintenance

This list box determines which accounts are displayed ("ALL" is also a valid group).

'Right Clicking' on any Manual % cell will bring up a pop-up menu with the following functions:

- Hold Cell Contents
- View Revision History

'Measure' reflects what the percentages consist of (e.g. Sell Thru or Shipments).

Product can consist of a product group name, category or individual item.

Methods are selected by using the list boxes at the top of each column.

When a cell value is modified, a prompt will be displayed with a question concerning how the net change of the cell should effect the other cells of the column (excluding cells that are held):

- 1) Distribute Net Change to the Accounts Displayed
- 2) Distribute Net Change to All Accounts
- 3) Other Cells Remain Unchanged

Placing a cell on 'Hold' will lock the cell value. There are two ways to hold a cell:

- 1) Modify the Cell Contents
- 2) Place an Explicit Hold on the Cell (right mouse click)

Held cells, including those that have been modified, will be highlighted.

Total Percentage of accounts displayed. May be greater than or less than 100% if manual %'s are modified.

'Right Clicking' on any method column will bring up a pop-up menu with the following functions:

- Sort Descending
- Sort Ascending
- Apply to Manual % (transfer all % to Manual Column)

This button provides a means for setting a default list of methods. If pressed, the current method selection will be displayed at window start up. (this default is user specific)

Method Name		C9 Accounts		Measure		Product		Method	

Screen Sample - Item Classification

This drop down list box will provide filtering of available items, and will include:

- 1) Platform (N64, EMG, ...)
- 2) Category (HW, SW, ...)
- 3) Product Groups
- 4) Other Allocation Methods

Item Classification

Allocation Method: **Dynamic Allocation**

Selected Items	
NUSSBxB	CONTROL SET PIKACHU BLUE
NUSSDR	CONTROL SET GOLD TRU NUS
NUSSHB	CONTROL SET NUS
NUSSHN	CONTROL SET W/O CTRL NUS
NUSSHQPO	POKEMON STADIUM SET NUS

→

←

Available Items	
N64 Hardware	
NUSSDR	CONTROL SET GOLD TRU NUS
NUSSHB	CONTROL SET NUS
NUSSHBEP	NUS W/STAR WARS RACER
NUSSHC	CONTROL SET DISPLAY NUS
NUSSHH	CONTROL SET W/GOLD CTRL
NUSSHN	CONTROL SET W/O CTRL NUS
NUSSHQPO	POKEMON STADIUM SET NUS
NUSSHQP2	POKEMON STADIUM SET
NUSSHQP3	POKEMON STADIUM NUS W/O
NUSSM001	CONTROL SET MINUS-SKD
NUSSM002	CONTROL SET MINUS-CKD
NUSSM003	CONTROL SET 220V MINUS-CKD
NUSSM004	CONTROL SET SMOKE MINUS
NUSSM005	CONTROL SET 220V SMOKE MINUS
NUSSM006	CONTROL SET ICE MINUS
NUSSM007	CONTROL SET 220V ICE MINUS

Cancel Refresh Revision History Update

Right clicking the Selected Items list will bring up a sorting menu that will include sort options such as:

- 1) Item Number
- 2) Item Description
- 3) Launch Date (Descending)

Drag and drop ordering of items will also be available.

Items are selected/removed using the left and right arrow buttons.

Fig. 16

Screen Sample - Time Driven Allocation Method Maintenance

All time driven methods use the % of Total Business Calculation, Account Measure/Total Measure for all valid measures (i.e. Shipments and Sell Thru).

Time Driven Allocation Method Maintenance

Ready

3 Month Lag : % To Total (10/2001)

Sell Thru Month

Lag

3

October 2000

Cancel Refresh Revision History Save As Update

The example above represents a method with a Lag of 3 months (Range), using Sell Thru Months (Interval) that begins with October of 2000 (Starting Point). Therefore, the % of Total Business Calculation would be for the months Aug., Sept., and Oct of 2000.

Fig. 17

Account Group Maintenance

Account Group: EAST / EARDLEY Top 5

Status: Ready Region:

Selected Accounts

7013	LASH HQ NATL
21034	MECCANATL
22344	JACKOFA-NY/NATL
9225	NAVY/NATL
22500	WIZCABLE/NATL

→ ←

Available Accounts

EAST / EARDLEY

7001	BAMBERGO
7008	GIMBELS
7013	LASH HQ NATL
7014	MACYS
8566	NICH - HQ
8870	SAVEMART/NATL
9224	MARINES/NATL
9225	NAVY/NATL
10824	TV FACTORY
10851	TSS-COMB
11522	GREENMANNATL
11750	WALDENBOOK/NATL
12158	A&S
12161	MACYS NE/NATL
12459	FISHERS NATL
12538	PRESENT CO

Buttons: Cancel, Refresh, Revision History, Save As, Update

Callouts:

- Right clicking the Selected Accounts list will bring up a sorting menu that will include sort options such as:
 - 1) Account Number
 - 2) Account Name
 - 3) % Total Business (Descending)
 Drag and drop ordering of accounts will also be available.
- Status indicates that the needed summary data to support the account group has been calculated and stored in the database.
- Account Subset filters the list of Available Accounts, which will enable a quicker means of grouping accounts with similar attributes. Available subsets will include SA Responsible and Account Type.
- Within each subset, further limiting can be used to reduce the length of an account list.

Accounts are selected/removed using the left and right arrow buttons.

7/8

Screen Sample - Product Group Maintenance

Product Group

Top 15 N64/DMG

Status

Ready

Product Group Maintenance

Available Items

N64 Software

MARIO PARTY

ZELDA 64 GRAY

SMASH BROTHERS

BANJO-KAZOOE

CRUISN USA

DIDDYKONG RACING

EPISODE 1: RACER

STAR FOX RUMBLE

GOLDENYE 64

MARIO KART 64

MARIO PARTY 2

PERFECT DARK

POKEMON SNAP

ROGUE SQUADRON

SUPER MARIO 64

STAR WARS

Selected Items

→

←

CGBPAYE

DMGPAUE

DMGPAAXE

DMGPAAPAE

DMGPAPEE

DMGPAAPSE

DMGPMML

DMGPMQ

DMGVPHE

NUSPCZLE

NUSPNALE

NUSPNDYE

NUSPNGEE

NUSPNKTE

NUSPNMVE

NUSPNPDE

NUSPNPFE

NUSPNRSE

NUSPNRME

NUSPNRWE

SUPER MARIO CGB

POKEMON GOLD

POKEMON SILVER

POKEMON RED

POKEMON BLUE

POKEMON YELLOW

SPR MARIO LAND

SPR MAR LAND 2

POKEMON PINBALL

ZELDA 64 GRAY

SMASH BROTHERS

DIDDYKONG RACING

GOLDENYE 64

MARIO KART 64

SUPER MARIO 64

Cancel

Refresh

Revision History

Save As

Update

Status indicates that the needed summary data to support the item group has been calculated and stored in the database.

This drop down list box will provide filtering of available items, and will include:

- 1) Platform (N64, DMG, ...)
- 2) Category (HW, SW, ...)
- 3) Other Product Groups

Right clicking the Selected Items list will bring up a sorting menu that will include sort options such as:

- 1) Item Number
- 2) Item Description
- 3) Launch Date (Descending)

Drag and drop ordering of items will also be available.

Items are selected/removed using the left and right arrow buttons.

Fig. 19

Screen Sample - Method Group Maintenance

Method Group Maintenance

% To Total

3 Month % To Total

4 Month % To Total

1 Year % To Total

Available Methods

3 Month % To Total

4 Month % To Total

1 Year % To Total

Manual Allocation %

Dynamic Allocation

→

←

Update

Save As

Revision History

Selected Methods

3 Month % To Total

4 Month % To Total

1 Year % To Total

Cancel

Refresh

Methods are selected/removed using the left and right arrow buttons.

Drag and drop ordering of Methods will be available.

Fig. 20